

# Partnering

(With a Purpose)

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# The Goal

Reduce or eliminate non-productive effort and focus on improving support to the warfighter by increasing contract performance



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# What is Partnering

- Informal process
- Win/Win
- Effective conversation
- “Our” problems need a team response
- Common objectives



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# The Benefit

- Align and achieve mutual objectives
- Partnering can defuse disputes
- Reduces administrative errors and oversights
- Improves morale and promotes professionalism
- Improves safety



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# Execution

- Champions
- Partnering Charter
- Rocks in the Road
- Measure performance
- Develop Escalation procedures
- Reinforce problem solving techniques



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# Lessons Learned

- ✓ Do everything possible to eliminate changes at the top
- ✓ Never too early to start
- ✓ Choose your battles very carefully
- ✓ Damage-control
- ✓ Detailed Performance Criteria



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# Lessons Learned

- ✓ Document important events
- ✓ Train and Refresher training is required
- ✓ Decision makers must be limited
- ✓ Frequent communication is mandatory
- ✓ Profit is good, and necessary



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# Conclusion

Partnering is more than just the formal Alternate Dispute Resolution, it is a great way to accomplish more for less. Less time, less confusion, less non-value added tasks, less arguments and less cost.



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